



Pergamon

Library Acquisitions: Practice & Theory, Vol. 20, No. 4, pp. III-XII, 1996
Copyright © 1996 Elsevier Science Ltd
Printed in the USA. All rights reserved
0364-6408/96 \$15.00 + .00

Library Acquisitions: Practice & Theory

Volume 20, Number 1

1996

CONTENTS

Editorial

- | | | |
|------------------------------|---|--|
| <i>Carol Pitts Diedrichs</i> | 1 | 20???? |
| <i>Carol Pitts Diedrichs</i> | 3 | 1996 Research Award |
| <i>Scott R. Bullard</i> | 5 | The Acquisitions Librarian as Synergizer and Synapse:
Comments on the Occasion of <i>LAPT</i> 's 20th Anniversary |

Papers

- | | | |
|--|----|--|
| <i>Mary M. Rider</i>
<i>Marsha Hamilton</i> | 9 | PromptCat Issues for Acquisitions: Quality Review, Cost
Analysis and Workflow Implications |
| <i>Wanda V. Dole</i>
<i>Sherry S. Chang</i> | 23 | Survey and Analysis of Demand for Journals at the State
University of New York at Stony Brook |

Feather River Institute 1995

- | | | |
|--|----|--|
| <i>Joseph W. Barker</i> | 39 | Controversies and Debates in Acquisitions: The Fifth
Annual Feather River Institute May 18-21, 1995 |
| <i>Douglas Cargille</i>
<i>Karen Cargille</i> | 41 | Sleeping with the Enemy: The Love/Hate Relationship
Between Acquisitions and Collection Development |
| <i>William Fisher</i> | 49 | Library Management: The Latest Fad, A Dismal Science,
or Just Plain Work? |
| <i>Scott A. Smith</i>
<i>Richard Brumley</i> | 57 | Prioritizing Firm Order Costs and Vendor Services |

- | | | |
|---|------------|---|
| <i>Pam Zager Rebarcak</i>
<i>Dilys Morris</i> | 65 | The Economics of Monographs Acquisitions: A Time/Cost Study Conducted at Iowa State University |
| <i>Eleanor I. Cook</i> | 77 | Reorganization Revisited; Or, is Acquisitions an Endangered Species? |
| <i>Kirk Russell</i> | 85 | What Does Acquiring Require; Or is There a Librarian in the Acquisitions Department? |
| <i>Barbara A. Stelmasik</i>
<i>Margaret Maes Axtmann</i> | 93 | Building Bridges Between Acquisitions and Collection Development: Communication Models for the Electronic Environment |
| <i>Terry Allison</i> | 103 | I Love Me, I Love Me Not: Schizophrenic Behavior Among Acquisitions/Collection Development Librarians |
| Conference Reports | | |
| <i>Amira Aaron</i> | 117 | The Association for College and Research Libraries Conference: A Report |
| <i>Joseph Fennewald</i> | 121 | Computers in Libraries '95, March 1, 1995: A Brief Report |
| <i>Brian Cox</i> | 125 | The United Kingdom Serials Group 18th Annual Conference & Exhibition: University of Exeter, Exeter, England, UK, 3-5 April 1995 |
| | 135 | Erratum |

CONTENTS

Papers

- | | | |
|-------------------------------|------------|--|
| <i>Elaine Clement</i> | 137 | A Pilot Project to Investigate Commercial Document Suppliers |
| <i>Syed Jalaluddin Haider</i> | 147 | Acquisition and Collection Development in Pakistan |

Conference Reports

- | | | |
|-----------------------|------------|---|
| <i>Peggy Johnson</i> | 157 | Symposium on Cooperative Collection Development: A Report |
| <i>Maggie Bartley</i> | 163 | Report of the ALCTS New England Collection Management and Development Institute, July 27-29, 1995 |

ALA Annual Conference — 1995

- | | | |
|----------------------------|------------|---|
| <i>Linda Loos Scarth</i> | 177 | Reference Book Reviewing: An RASD Preconference |
| <i>William W. Wan</i> | 178 | Collection Development: Shifting Paradigms in Children's Services — Report of the Program Sponsored by PLA Service to Children Committee |
| <i>Janet L. Flowers</i> | 180 | ALCTS AS Acquisitions Administrators and Acquisitions Librarians/Vendors of Library Materials |
| <i>Janet L. Flowers</i> | 183 | Just-in-Time Services in Acquisitions: Rush Ordering, Interlibrary Loan, and Document Delivery: A Report from the Acquisitions' Administrators Discussion Group |
| <i>Connie Foster</i> | 185 | ALCTS Creative Ideas in Technical Services Discussion Group |
| <i>Anne E. McKee</i> | 186 | ALCTS Serials Section Research Libraries Discussion Group |
| <i>Stephen Pugh</i> | 187 | When Selectors Collide: The Challenge of Interdisciplinary Scholarship for Collection Development: A Panel Discussion |
| <i>Donna M. Heady</i> | 190 | Cooperation Works! Successful Models of Cooperative Collection Development: Report of a Program |
| <i>Donna M. Heady</i> | 192 | There's Gold in Them Thar Stacks: The Importance of Print Collections in the Digital Age: Report of the ALCTS President's Program |
| <i>Dorothy K. Marcinko</i> | 195 | ALCTS Pre-order/Pre-catalog Search Discussion Group |
| <i>Barbara K. Nelson</i> | 196 | Searching the Electronic Marketplace for Out-of-Print Books |
| <i>Mary Lang</i> | 197 | Highlights of ALCTS/Role of the Professional in Academic Technical Services Discussion Group |
| <i>Lisa German</i> | 199 | Surviving the Serials Crisis: Are E-journals an Answer? A Report of the Program Sponsored by the ACRL Journal Costs in Academic Libraries Discussion Group |
| <i>Lydia W. Wasylenko</i> | 201 | Librarians Riding the Bear: Keeping Pace with Russian Publishing |
| <i>Penny Schroeder</i> | 203 | Educating Collection Developers: In the Classroom or On-the-Job? Report of the Program Sponsored by the |

- Education for Collection Development Committee of
CMDS of ALCTS
- Penny Schroeder* 206 Cooperative Collection Development Discussion Group
- Maria Silva Kuhn* 208 Highlights of the CMDS Collection Development
Librarians of Academic Libraries Discussion Group
- Thomas E. Nisonger* 210 New Ways of Knowing, New Ways of Doing: Rethinking
Collection Management in the Electronic Age
- Jennifer Marill* 213 MARC Format for Holdings Data: An Implementation
Status Report by Local System Vendors and Utilities
- Catherine Denning* 216 ALCTS Gifts and Exchange Discussion Group
- Meta Nissley* 218 "To CD or Not to CD: That is the Question! Electronic
Reference Publishing, Collection Development, and
Service in the 1990s": A Program Sponsored by the ALA
Reference Books Bulletin
- Rachel Miller* 220 Why EDI? What Managers Need to Know About
Electronic Data Interchange: Report of a Program
- Diane Kachmar* 222 Reading Between the Lines: Reviews of the Selection
Process
- Kathy Schmidt* 224 Who Are We Buying This for Anyway? The Users' Point
of View
- James P. Niessen* 226 European Connections: Electronic Resources for Western
Europe: A Program Sponsored by the ACRL Western
European Specialists Section
- Christa Reinke* 227 The Business of Acquisitions: A Changing World
Preconference
- David Fritsch* 235 Looking Beyond Service Charge: Performance Evaluation
of Serials Vendors
- The Review Section**
- Meta Nissley* 239 *Directory of Electronic Journals, Newsletters, and
Academic Discussion Lists*, compiled by Lisabeth A. King
and Diane Kovacs, edited by Ann Okerson
- Zary Mostashari Shafa* 241 *New Scholarship — New Serials: Proceedings of the
North American Serials Interest Group, Inc., 8th Annual
Conference, June 10–13, 1993, Brown University,*

Providence, R.I., edited by Gail McMillan and Marilyn L. Norstedt

- | | | |
|---------------------------------|------------|--|
| <i>Michael G. Webster</i> | 243 | <i>Local History Collections in Libraries</i> , by Faye Phillips |
| <i>Cynthia M. Coulter</i> | 246 | <i>Academic Library Budgets</i> , by Murray S. Martin |
| <i>Judi Fouts Patrick</i> | 248 | <i>To Be Continued: An Annotated Guide to Sequels</i> , by Merle L. Jacob and Hope Apple |
| <i>Mark Leggett</i> | 250 | <i>Building a Popular Science Library Collection for High School to Adult Learners: Issues and Recommended Resources</i> , by Gregg Sapp |
| <i>Minna C. Saxe</i> | 250 | <i>A Kaleidoscope of Choices: Reshaping Roles and Opportunities for Serialists: Proceedings of the North American Serials Interest Group, Inc.: 9th Annual Conference, June 2-5, 1994, University of British Columbia, Vancouver, B.C.</i> , edited by Beth Holley and Mary Ann Sheble |
| <i>Gail Munde</i> | 252 | <i>Collection Development and Collection Evaluation: A Sourcebook</i> , by Michael R. Gabriel |
| <i>Michael D. Cramer</i> | 254 | <i>Guide to Selecting and Acquiring CD-ROMs, Software, and Other Electronic Publications</i> , by Stephen Bosch, Patricia Promis, and Chris Sugnet |
| <i>Susan Davis</i> | 255 | <i>Scholarly Journals at the Crossroads: A Subversive Proposal for Electronic Publishing</i> , edited by Ann Shumelda Okerson and James J. O'Donnell |
| <i>Floyd M. Zula</i> | 256 | <i>Customer Service in the Information Environment</i> , by Guy St. Clair |
| <i>Marcia Pankake</i> | 258 | <i>Guides to Library Collection Development</i> , by John T. Gillespie and Ralph J. Folcarelli |
| <i>Stephen E. Wiberley, Jr.</i> | 261 | <i>Cooperative Collection Management: The Conspectus Approach</i> , edited by Georgine N. Olson and Barbara McFadden Allen |

CONTENTS

Announcements

- 263** 1996 LAPT Research Award

- 265 1997 Research Award: *Library Acquisitions: Practice & Theory*
- Sheila S. Intner*
Elizabeth Futas
- Opinion Paper**
- 267 The Role and Impact of Library of Congress Classification on the Assessment of Women's Studies Collections
- Papers**
- Christian M. Boissonnas* 281 Katina's Baby: The Charleston Acquisitions Conference at 15
- Marsha L. Baum* 301 Unsolicited Merchandise: Gift or Sale?
- Kenneth Wise*
D.E. Perushek 311 Linear Goal Programming for Academic Library Acquisitions Allocations
- 1995 Charleston Conference**
- Lisa Freeman* 329 University Presses and Scholarly Communication: Dilemmas and Prospects in the New Age
- Douglas Duchin*
Celia Scher Wagner 341 Trials and Tribulations: Out-of-Print 101
- Barbara Meyers* 351 What Do You Feed Precocious Dinosaurs so They'll Stay Healthy?
- Janet H. Fisher* 355 How Do Publishers Survive in This New Electronic World?
- John McNeil* 359 Publish Electronically or Perish
- James Walsh* 363 From Dinosaurs to Birds
- ALA Annual 1995 — ALCTS Automated Acquisitions Discussion Group**
- Tona Henderson* 367 Weaving the Web: Using the World Wide Web in Library Acquisitions
- ALA Midwinter 1996**
- Anne E. McKee* 375 ALCTS Serials Section Research Libraries Discussion Group
- Penny Schroeder* 376 ALCTS Creative Ideas in Technical Services Discussion Group

- | | | |
|--------------------------|------------|---|
| <i>M. Dina Giambi</i> | 377 | ALCTS Role of the Professional in Academic Research Technical Services Departments Discussion Group |
| <i>Richard P. Jasper</i> | 379 | ALCTS Acquisitions Administrators Discussion Group. Electronic Journal Pricing and Licensing: Where Do Librarians and Publishers Agree? |
| <i>Richard P. Jasper</i> | 381 | ALCTS Acquisitions Librarians/Vendor of Library Materials Discussion Group. It's Not Just the Two of Us Anymore: A Trialogue Between Acquisitions Librarian, Library Materials Vendor, and Systems Vendor |
| <i>Barbara Dean</i> | 384 | ALCTS AS Acquisitions Topics for Public Libraries Discussion Group |
| <i>Steve Alleman</i> | 385 | ALCTS/AS Gifts and Exchange Discussion Group |
| <i>John K. Duke</i> | 386 | ALCTS Pre-Order/Pre-Catalog Search Discussion Group: Mapping the Road to the Shelf: Cartographic Materials Past, Present, and Future |
| <i>Cynthia H. Shabb</i> | 387 | Partnership: Reality or Myth? A Frank Discussion About Vendor, Publisher, and Library Relationships |
| <i>Gordon Rowley</i> | 389 | The Role of Collection Development Librarians in Organizing the Internet: Report of the ALCTS CMDS Collection Development Librarians of Academic Libraries Discussion Group |

CONTENTS

Editorial

- | | | |
|---|------------|---|
| <i>Barbara A. Winters</i> | 391 | But I Don't Have Anything to Write About |
| <i>Thomas E. Nisonger</i> | 395 | Authorship in <i>Library Acquisitions: Practice & Theory</i> |
| <i>Bob Schatz</i>
<i>Diane J. Graves</i> | 421 | "Request for Proposal" or "Run for Protection?" Some Thoughts on RFPs from a Librarian and a Bookseller |
| <i>Richard J. Wood</i> | 429 | The Conspectus: A Collection Analysis and Development Success |
| <i>Brian A. Cornish</i>
<i>G.E. Gorman</i> | 455 | Acquisitions Expenditure by Australian Libraries: Report of a Survey |

Conference Report

- Tony Kidd* 475 United Kingdom Serials Group: 19th Annual Conference and Exhibition, Keele University, Staffordshire, England, UK, 15–17 April 1996

The Review Section

- Judy L. Johnson* 483 *Advances in Collection Development and Resource Management*, edited by Thomas W. Leonhardt
- Sheila S. Intner* 484 *Brief Tests of Collection Strength: A Methodology for All Types of Libraries*, by Howard D. White
- Gail Munde* 487 *Video Acquisitions and Cataloging: A Handbook*, by James C. Scholtz
- Nancy Gibbs* 488 *Management and Organization of the Acquisitions Department*, edited by Twyla Racz and Rosina Tammany
- Sally W. Somers* 490 *The Future of Resource Sharing*, edited by Shirley K. Baker and Mary E. Jackson
- Thomas W. Leonhardt* 492 *Collection Development and Finance: A Guide to Strategic Library Materials Budgeting*, by Murray S. Martin
- Michael D. Cramer* 494 *New Automation Technology for Acquisitions and Collection Development*, edited by Rosann Bazirjian
- 497 Erratum
- I List of Contents, Author Index and Keyword Index for Volume 20, 1996

